

Sam is a Seller

CAREER

Wool Broker in
Melbourne

NOT GOOD AT

sitting still,
doing maths

PASSION

Sustainable
clothing
choices and
farm life

GOOD AT

solving problems
and puzzles,
growing berries

FUTURE

Unknown! But lots
of possibilities

STUDIED

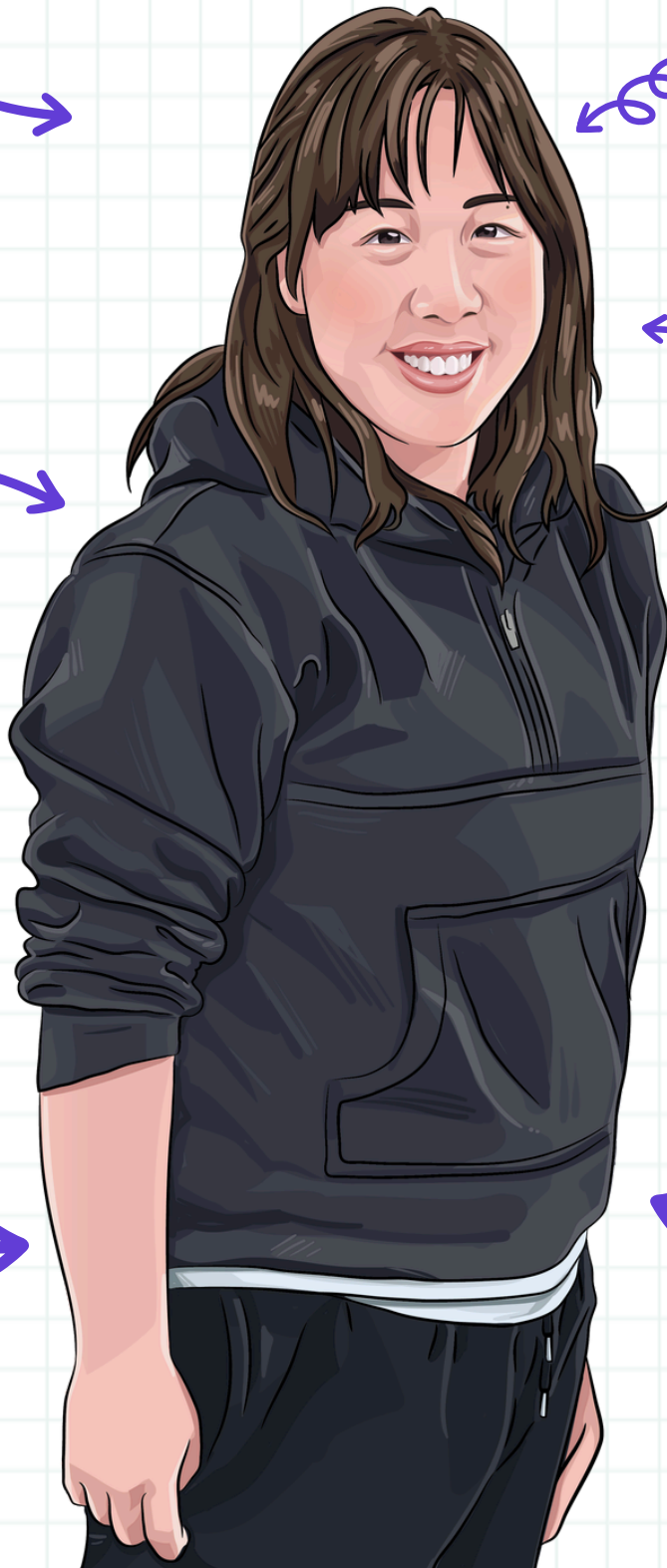
Cert IV in
Agriculture and
Bachelor of
Agricultural Science

GETS TO

Travel, meet
interesting people,
keep learning

PETS

Dog aka Bear,
sheep, and
chickens



Artwork by Christine Le

Capability Convos

Australian Curriculum V9.0 links for
Years 3 to 7

English

- Language
- Literacy

General Capabilities:

- Critical and Creative Thinking
- Personal and Social Capability
- Ethical Understanding
- Literacy

Learning outcomes:

All students will be able to:

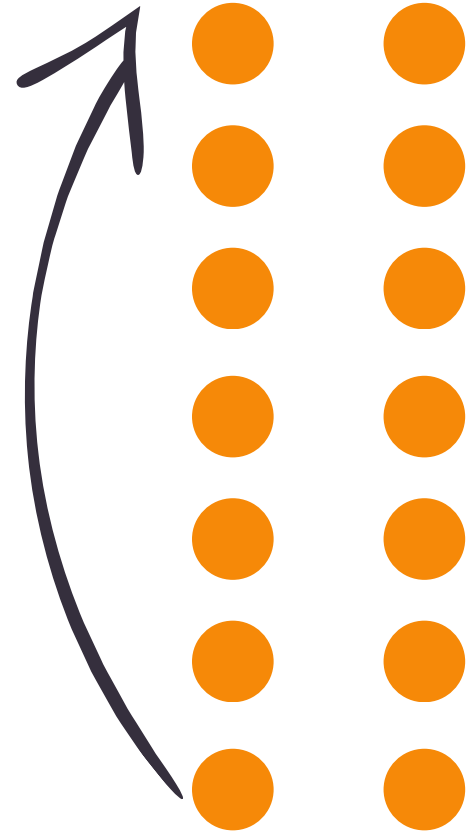
- identify some likes, dislikes, strengths, abilities and/or interests when showing a personal preference
- acknowledge that people have different needs, emotions and abilities

In addition, some students will be able to:

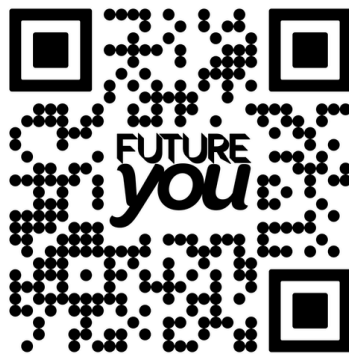
- describe the ways they are connected and can contribute to their community groups

Format

- Interactive game with 10 questions
- Easy to play
- Watch Samantha's film with the class
- Print the questions
- Play the game
- Modify or include new questions based on students' needs



Scan this QR code to find
out more about me.



Artwork by Christine Le

Instructions for students

Line the class up in two lines facing each other to form pairs. Ask the first question. Once each pair has discussed it, get one line to move one person to their right. The person at the end runs around to the other end of the line. Then you ask the next question and repeat the process until all the questions have been asked.

Samantha

Wool broker/auctioneer

Question 1

What do you think is interesting about Samantha's career?

Question 6

How do you think Samantha's career contributes to society?

Question 2

What skills does Samantha have that you also have, and does she have any skills you don't have that you would like to have?

Question 7

Why is this career important in a rural or remote location?

Question 3

Why do we need wool brokers and auctioneers in Australia?

Question 8

What kind of tools or technologies do you think Samantha uses in her work?

Question 4

What do you think would be the biggest challenge working with wool?

Question 9

When would teamwork be important in Samantha's line of work? Can you think of an example of when you use teamwork?

Question 5

How are your current interests and hobbies similar to Samantha's hobbies and interests?

Question 10

What do you think would be the hardest part of farm life, and what do you think would be best?

Comprehension Questions

Australian Curriculum V9.0 links for Years 3 to 7

English

- Literacy

General Capabilities:

- Literacy

Learning outcomes:

All students will be able to:

- Identify that all people have strengths and weaknesses.
- Actively think about what is happening in various texts as they read them.
- Apply comprehension strategies to different media formats.

In addition, some students will be able to:

- Identify different reasons for doing different jobs.

Instructions:

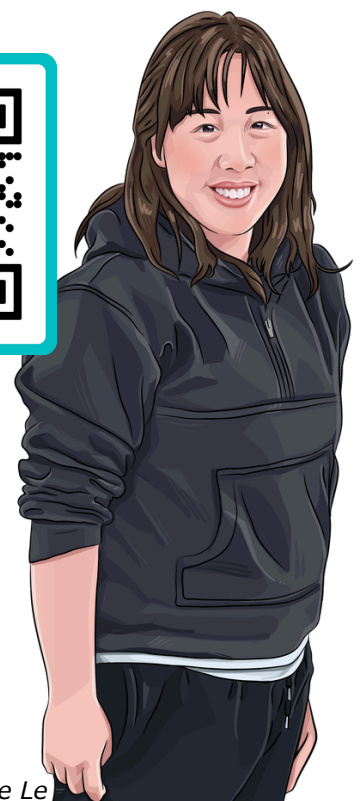
- Format/print the students' question sheets (or load them onto school LMS) and direct students to a copy.
- Read the questions as a class to start, discussing any meanings
- Discuss with the class strategies for being able to answer the questions as they learn about Samantha.
- Watch Samantha's film as a class, encouraging students to answer questions as you go.

Adaptation note: Questions can be modified on the PDF to meet students' needs or learning focus areas in your classroom

Comprehension questions

1. Name two things Samantha is good at.
2. Name two things Samantha isn't good at.
3. What does Samantha enjoy doing outside of work?
4. What did Samantha want to do when she was 8?
5. What was the biggest inspiration for Samantha's career pathway?
6. What does Samantha do for work?
7. What did Samantha study at university?
8. How does Samantha use maths in her work?
9. What is the name of the machines that work in the wool handling facility?
10. What industry did Samantha think she would go into?

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Artwork by Christine Le

Comprehension Questions

Name two things Samantha is good at.

1.

2.

What does Samantha do for work?

Name two things Samantha isn't good at.

1.

2.

What did Samantha study at university?

What does Samantha enjoy doing outside of work?

How does Samantha use maths in her work?

What did Samantha want to do when she was 8?

What is the name of the machines that work in the wool handling facility?

What was the biggest inspiration for Samantha's career pathway?

What industry did Samantha think she would work in?

Comprehension Questions -Answer key

1. Problem solving and solving puzzles, and growing and eating raspberries
2. Maths and sitting still.
3. Pick raspberries and strawberries and tomatoes from the greenhouse, play with the chickens and the dog, and look after her flock of sheep.
4. Work with animals, and be a veterinarian.
5. She had a great agriculture teacher and being able to meet farmers.
6. Wool broker
7. Bachelor of Agriculture
8. To calculate how much a bale of wool is worth and for converting discounts.
9. Automated guided vehicles (AGVs)
10. IT

Did you enjoy this free activity? We have lots more related to different STEM careers.
Explore them all at: <https://www.unsw.edu.au/future-you/pathfinders>

Wool Broker and Auctioneer

Samantha is a wool broker and auctioneer who lives in Melbourne. Samantha grew up in Sydney, but was encouraged by her teacher to sign-up for some hands-on farm experience. When she's not selling wool, she's farming it. Sam and her husband own farm on the outskirts of Melbourne and raise their own flock of merino sheep

unsw.edu.au/future-you/pathfinders/samantha-wan



"Agriculture might take you somewhere you never expected."



SCAN ME

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STEM Meter

How much Science, Technology, Engineering and Mathematics (STEM) does this job use?

S 70%

T 60%

E 35%

M 65%

Source: jobsandskills.gov.au

Job stats and facts

Location: It's estimated 20-30% of wool brokers live outside capital cities.

Employment pathways:
A Certificate IV in a relevant agriculture field.

3 STEM skills required for this job

Data analysis

Mathematics

Communication

Subjects to develop these skills

Science, Mathematics

Mathematics

English, Digital Technologies, HASS, Mathematics, Science, The Arts

3 other jobs that value this skill

Data Engineer, Marketing, Quantitative Analyst

Actuary, Data Scientist, Commodities Trader

Social Worker, Podcaster, Financial Advisor

Other careers related to this line of work



People

Auctioneer
Human Resources Officer
Sales Manager
Publicist
Fundraising Manager



Health

Nutritionist
Public Health Advisor
Environmental Health Officer
Health Promotion Officer
Sustainability Nurse



Education

High School Teacher
Careers Advisor
Agronomy Trainer
School Farm Supervisor
University Lecturer



Sustainability

Materials Specialist
Corporate Social Responsibility Manager
Sustainable Sourcing Manager
Biodiversity Lead
Environment and Sustainability Partner



Research

Agronomist
Microbiologist
Agricultural Economists
Livestock Geneticist
Research Technician

The world is changing rapidly, and this means the career possibilities available to our kids are wide-ranging and exciting (and probably, don't exist yet!).

From traditional vocations to emerging fields, there are countless pathways to be explored.

Parents and teachers can create environments that encourage kids to discover and investigate possible careers that match their skills and interests.

We've included some links to other valuable resources that can help guide career conversations and explorations. Find out more at:

<https://www.unsw.edu.au/future-you/resources>

Wool Broker and Auctioneer

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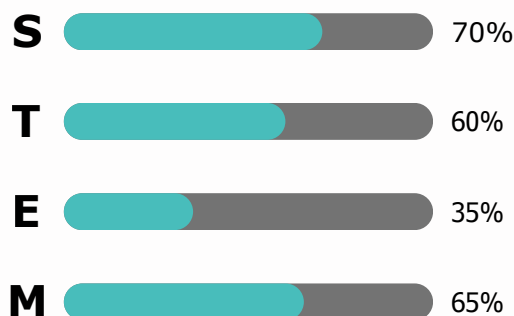
Artwork by Christine Le

"Agriculture might take you somewhere you never expected."



STEM Meter

How much Science, Technology, Engineering and Mathematics (STEM) does this job use?



Source: jobsandskills.gov.au

5 reasons why you should do this job

- 1** Travel Australia and the world
- 2** Work with all kinds of people
- 3** Use cutting-edge tech in your job
- 4** It's very hands-on
- 5** Make a positive difference in the world

3 STEM skills required for this job

Data analysis

Mathematics

Communication

Subjects to develop these skills

Science, Mathematics

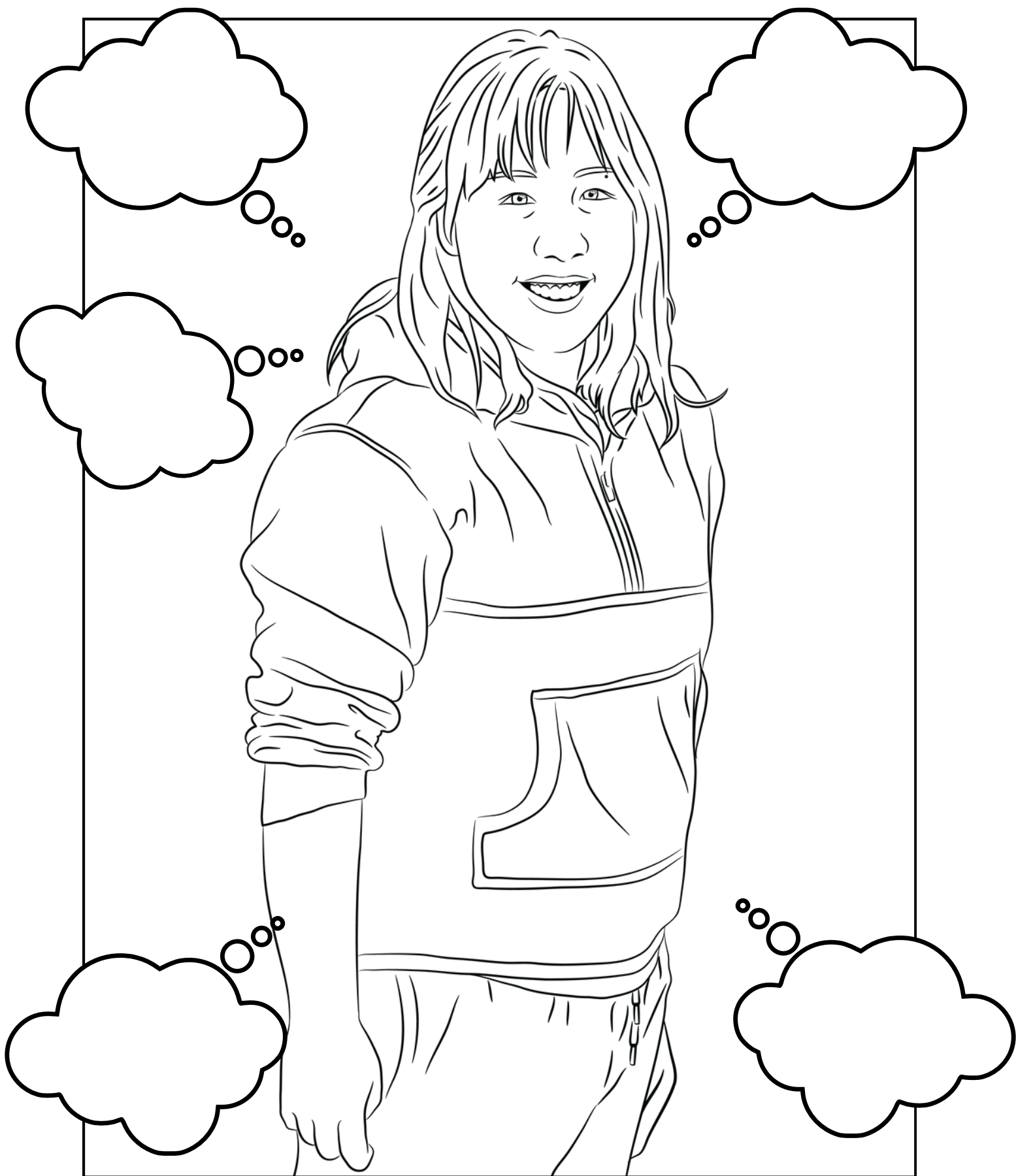
Mathematics

English, Digital Technologies, HASS, Mathematics, Science, The Arts

A day in the life of a Wool Broker

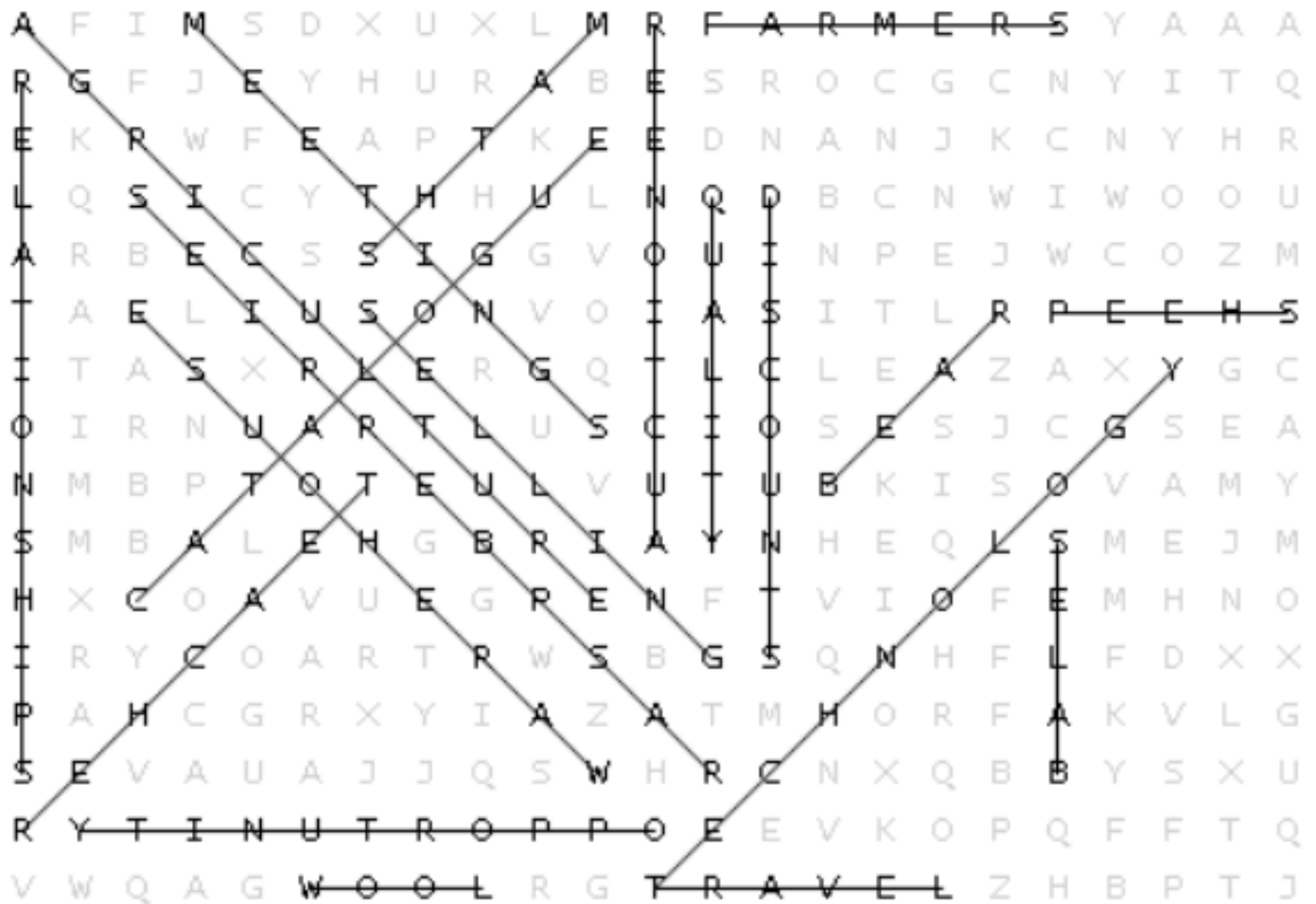
- 5.00am** Beep! Beep! Beep! My alarm goes off while it's still dark outside. Before I even think about breakfast, it's time to feed everyone else! First is Bear, our farm dog, then I let the chickens out of their safe coop for the day. I also stop to say hello to Dave and Jack, our Merino rams. Now it's my turn. Breakfast is scrambled eggs on toast, made with eggs collected from our own chickens.
- 6.00am** Time to jump in the car and drive to work. Today is wool auction day! I put on some upbeat music to get me ready because auctioneering is all about speaking clearly and keeping a steady rhythm. On the drive, I answer a call from Wendy, a woolgrower who has wool selling today. We talk about what prices she's hoping for and what the wool market has been doing this week. Every decision is based on information, market trends and data.
- 7.30am** At the wool selling centre, I head straight to the showfloor where hundreds of wool samples are on display. I find Wendy's wool and inspect it carefully. Then I chat with Billy, one of the wool buyers, to find out if anything has changed since yesterday. Looking at wool isn't just about seeing if it looks nice. We use science to understand fibre diameter, strength, length and yield so buyers know exactly what they're purchasing.
- 11.00am** Auction time! I stand in front of buyers representing mills from all over the world and begin calling the sale. Maths wasn't always my favourite subject, but being an auctioneer means I need to think quickly. I calculate price changes in my head, keep track of bids and make sure every sale is correct. Clear communication is just as important as maths because everyone needs to hear every bid.
- 2.00pm** Once the auction finishes, there's still plenty to do. Our wool sale team checks that every catalogue is accurate and that all the wool has been sold correctly. I also request that some wool bales are inspected. Inside the woolstore, computer-controlled machines called Automated Guided Vehicles (AGVs) collect the heavy bales from giant storage racks and bring them to the inspection area. Technology helps make the job safer and more efficient.
- 4.30pm** Time for the drive home. Along the way, I notice how the paddocks change with the seasons. Rain, sunshine and temperature all affect how grass grows and how sheep produce wool. Back on the farm, I sneak a few raspberries from the greenhouse before checking that the sheep have enough feed and seeing if any new lambs have arrived. Every day is different, and that's one of my favourite things about being a wool broker. I get to use science, technology, engineering and maths while working with animals, farmers and people from all around the world.

Meet Samantha. She's a wool broker who lives in Melbourne. She's passionate about sustainability and wants more people to wear wool. Fill in the bubbles with 5 STEM (Science, Technology, Engineering, and Mathematics) skills she uses in her job. Which of these skills do you think is most important? Which do you think would be the hardest to develop? When you've thought of the skills, colour in the rest of the image.



Pathfinder Workwords

Answers



Let's reflect

Were any of these words new to you? Look them up and find out what they mean.

Which of these skills do you think you are best at, or would like to get better at?

1. _____

2. _____

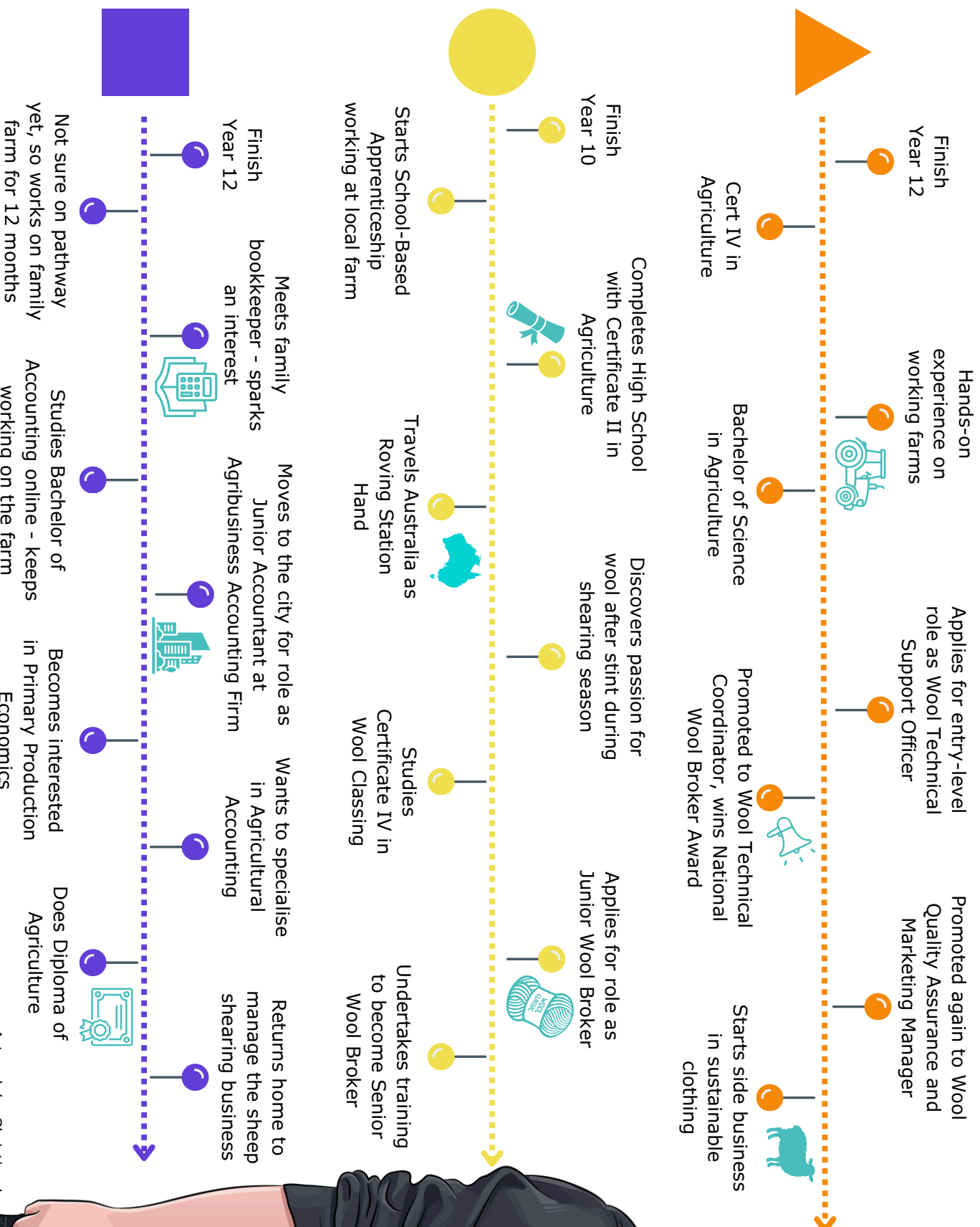
3. _____

Can you think of anything else Samantha might need to do her job?

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Wool Broker/Auctioneer

Find out more at unsw.edu.au/future-you/pathfinders/samantha-wan

FUTUREyou

The educational qualifications and levels outlined in these pathways are intended as general guidelines. To obtain accurate and up-to-date information, explore resources specific to your state or territory, available through websites like myfuture.edu.au, YourCareer.gov.au and australianapprenticeships.gov.au.

There is also a range of financial support available for students doing apprenticeships or going to university, visit www.servicesaustralia.gov.au/education to see what's available.



- Certificate IV in Agriculture: <https://training.gov.au/>
- Bachelor of Science: <https://www.courseseeker.edu.au/>



- School-Based Apprenticeship: <https://training.gov.au/>
- Certificate III in Agriculture: <https://training.gov.au/>



- Bachelor of Accounting: <https://www.courseseeker.edu.au/>
- Diploma of Agriculture: <https://training.gov.au/>



Remember, there are countless pathways to the same career. Each child's unique skills, interests, and strengths will guide them on their personal journey to success.

Wool Broker/Auctioneer career pathways

Find out more at unsw.edu.au/future-you/pathfinders/samantha-wan

FUTUREyou